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# Message Text

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15
ORIGIN CU-03

INFO OCT-01 EUR-12 ISO-00 USIA-06 /022 R

DRAFTED BY CU/WE:RBRABENS:RYB
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DESIRED DISTRIBUTION
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---------- 074988
R 142329Z AUG 75
FM SECSTATE WASHDC
TO AMCONSUL THESSALONIKI
INFO AMEMBASSY ATHENS

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E.O. 11652:N/A

TAGS: OEXC, GR (VALALAS, DIMITRI)

SUBJECT: INFORMATION ON IV GRANTEE VALALAS
REF: THESSALONIKI 0494 (NOTAL)

1.CONVERSATION WITH ESCORT/INTERPRETER INDICATE THAT VALALAS HAS ACQUIRED MUCH BETTER PICTURE OF THE DETAILS AND PROBLEMS RELATING TO PORT EXPANSION. HE WAS PARTICULARLY IMPRESSED WITH THE ORGANIZATION AND PRICING SYSTEM (DOCKING, LOADING AND UNLOADING FEE STRUCTURE) OF PORTS OF TACOMA, WASHINGTON AND BOSTON, MASS. THESE PORTS ARE COMPARABLE IN SIZE TO THESSALONIKI; THE PORT OFFICIALS SPENT MANY HOURS WITH VALALAS EXPLAINING THEIR OPERATIONS.

2.VALALAS MET WITH A NUMBER OF CONSULTING FIRMS. HE FOUND THAT AFTER HE VISITED A NUMBER OF PORTS AND FIRMS, HE WAS BETTER ABLE TO UNDERSTAND THE TECHNICAL CONSIDERATIONS AND PROBLEMS INVOLVED WITH PORT EXPANSION. HE ESPECIALLY ENJOYED HIS VISITS TO PARSONS, BRINCKERHOFF, QUADE AND DOUGLAS IN NEW YORK CITY; ARTHUR D. LITTLE IN CAMBRIDGE MASS; AND JAMES MONTGOMERY IN LOS ANGELES BECAUSE THESE FIRMS
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HAVE THE CAPABILITY NOT ONLY TO PROVIDE TECHNICAL ASSISTANCE, BUT ALSO HAVE THE ECONOMIC EXPERTISE WHICH COULD TACKLE RELATED PORT EXPANSION PROBLEMS SUCH AS DEVELOPING NEW TRAFFIC PATTERNS, LABOR ECONOMICS, ETC.

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3.VALALAS RELATED THAT HE ENJOYED HIMSELF VERY MUCH PRO-
FESSIONALLY AND CULTURALLY. HE COMMENDED THAT THE PROGRAM
WAS WELL-ORGANIZED AND THAT THE VISIT WAS ABLE TO DISPELL
MANY MIS-CONCEPTIONS WHICH HE HAD ABOUT THE US FROM HIS
DAYS IN FRANCE. HE LIKED THE PEOPLE VERY MUCH AND FOUND
THEM OPEN AND FRIENDLY. HE ENJOYED THE HOME HOSPITALITY
AND ESPECIALLY HIS VISIT TO COLORADO SPRINGS WHERE HE
SPENT ONE-HALF DAY ON A RANCH. HE POINTED OUT THAT HE HAD
NOT EXPECTED TO FIND SUCH A LARGE HOME LIBRARY AS HE SAW
IN THE RANCH AND WAS IMPRESSED BY THE FACT THAT HIS HOSTS
NOT ONLY WORKED HARD AS A FAMILY GROUP, BUT ALSO READ AND
TRAVELED EXTENSIVELY.

4.VALALAS ALSO MET WITH TWO PROFESSIONAL ORGANIZATIONS OF
GREEK/AMERICAN SCHOLARS WHO WANT TO ESTABLISH CLOSE LINKS
WITH GREEK UNIVERSITIES.

5.COPY OF ESCORT/INTERPRETER/FINAL REPORT WILL BE FOR-
WARDED WHEN RECEIVED. KISSINGER

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